



EAST AFRICA DAIRY DEVELOPMENT NEWS

EADD is a Project of Heifer International in Partnership with ILRI, TechnoServe, ABS TCM and ICRAF

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EADD Launches New Milk Cooling Plants



Table of Contents

EADD Launches New Milk Cooling Plants	2
A Visit by Co-Chair of Bill and Melinda Gates Foundation.	3
Heavy Rains Increase Milk Production From "Spilled Milk and Sour Honey" to Milk and Honey.	4
EADD & the Milk Glut	5
EADD & New Partnerships	6
Success Story: Bbaale-Bugerere Dairy Cooperative	9
Country Highlights	10
The Quarter in Photos	12

Staff of the newly launched Kinyogoga Dairy in Uganda receive milk from farmers. Business has started picking up.

EADD Launches New Milk Cooling Plants



Peter Sitonik (left) the chairman of Kokiche Dairy receives a dummy cheque of Kshs 3,000,000 (40,000USD) from Tetra Pak's Marketing Director Hellen Too. Looking on is Augustine Cheruiyot, EADD Kenya Country Project Manager

EADD is celebrating the launch of five new farmer owned milk cooling plants at the end of final quarter of 2009 and the first quarter of 2010. A total of five new milk cooling centers have been launched within this period. The new milk cooling centers will largely benefit the smallholder dairy farmers in the surrounding areas and boost the dairy sector nationally in their respective countries.

The milk cooling plants will also reduce milk spoilage, enhance milk supply at competitive prices and provide a ready milk market thereby increasing the economic benefits including stabilized incomes to the dairy farmer. All the newly launched plants have signed binding contracts with major milk processing companies in their respective countries to collect milk from them at competitive market prices.

Kokiche Dairy Plant- Kenya

Members of Kokiche Dairies Company Ltd launched their newly acquired milk cooler on the 13th of March 2010. The milk cooler was officially launched by the Minister for Agriculture Honourable William Ruto among other guests. The milk cooler is to benefit over 2,000 dairy farmers in a bid to develop the dairy sector value chain and create a more sustainable source of milk in the district. Kokiche was registered in August 2009 and is made up of farmers' groups from Konoin, Kimulot and Cheptalal divisions of Buret District. After it was wstablished, members were selling raw milk as they waited for their cooling plant to be installed. On the day of the launch, they collected and chilled 448 kilograms of milk and the current daily intake stands at 700 kilos and continue to increase day by day. During the launch Tetra Pak East Africa, Presented a cheque of Kshs 3 million (USD 40,000)

towards assisting the dairy plant. The money will go into meeting costs accruing from management support, acquisition of 300 aluminum milk cans and a detailed value chain study in Konoin, Kimulot and Cheptalal divisions.

Kinyogoga Milk Cooling Plant- Uganda

Kinyogoga Livestock Farmers' Cooperative Society Limited milk cooling tank was officially launched by the Minister of Finance, Planning and Economic Development, Hon. Syda Bumba on the 20th of February 2010. The milk cooling plant which has a capacity to handle 5000 liters of milk is currently benefiting close to 2,000 small-scale dairy farmers who are originally pastoralists living along the cattle corridor. Kinyogoga can experience very dry spells but current rains have boosted milk collection at the plant and business has started flowing in.

Previously the small scale farmers of Kinyogoga were selling milk individually but since they formed the farmer dairy cooperative in November 2008 and acquired the milk cooler, milk collection has increased significantly to 2,500ltrs daily within the first year of its operation.

"Many projects are implemented in this country and sometimes we do not see a real impact. But EADD's approach has enabled us to organize ourselves and purchase this cooling tank. It proves that even poor farmers can succeed, you just need to make a lot of efforts and the results will come along," said Mr. James Kamomo, chairperson of the cooperative speaking during the launch.

For more information on Kinyogoga launch, visit our website www.eadairy.org



The Hon. Syda Bumba, 2nd left, Minister of Finance, Planning and Economic Development presided over the opening ceremony which was attended by a host of dignitaries and excited farmers.

SOT Dairy Company Limited Milk Cooling Plant- Kenya

SOT Dairy Company Limited launched their milk cooling plant on 5th of December 2009. The tank has a capacity of 6,000 liters. One unique group that the milk cooling plant is currently benefiting is Longisa Set Kobor Women Group, a group of 65 visually and physically impaired women who have bought shares in the dairy business and are getting other services around the dairy company such as trainings and animal husbandry among many others. In the month of February 2010, the total quantity of milk collected was 81,135 Kgs.

" Among the major shareholders of the dairy business is a group of visually and physically handicapped women"

For more information on SOT Dairy Company Limited milk cooling plant launch visit our website www.eadairy.org

Lelan Highlands Dairies and Kabiye Dairies Company Limited-Kenya

These two plants were launched on the 27th of August 2009 by the Minister of Livestock and Development Hon. Dr. Mohamed Kuti, assisted by the Minister of Agriculture Hon. William Ruto.

Lelan is located in the hilly slopes of Central Pokot district. It is a very unique farmer company that draws members from two communities; Pokot and Marakwet which have been marred by decades of tribal wars fuelled by cattle rustling and scarce resources especially water. When it opened its doors for business the chilling plant sold about 2,000kgs of raw milk. In February 2010, total milk collection was at 150,387 kilograms.

Kabiye is a unique success story for its members and EADD. Barely a month after it opened its doors for business, it was collecting and chilling 8,000kgs of milk in their newly acquired 10,000 Kgs capacity cooling tank. Milk collection in February this year was at 710,571.4 liters. Kabiye has also set up a village bank to serve its members and local residents.

"Do not count your cows by the number of horns and hooves but by the output in milk and meat," these were the wise words of Hon. William Ruto, Minister of Agriculture to farmers of Lelan and Kabiye during the launches.

For more information on launch of Lelan and Kabiye, visit our website www.eadairy.org

A Visit by Co-Chair of Bill and Melinda Gates Foundation



Abraham Rugut, the Chairman of Kabiye Dairy Company, explaining to visitors how all raw milk purchased by the company is screened for compositional and hygienic quality before purchase (Photo: Bill & Melinda Gates Foundation).

EADD was honored to play host to Bill Gates, chair and co-founder of Bill and Melinda Gates Foundation in December 2009. Gates visited Kabiye Dairies Company Limited, one of the first chilling plants to be launched in Kenya and also the farm of Laban Talam, a model smallholder dairy farmer in the project.



Milk delivery to the chilling plants has significantly increased, tanks are being filled to the brim.

Recent rains in most parts of East Africa have significantly boosted the production of milk within the region. As a result of the rains, forage feed has become readily available translating into high milk production. This is a big relief to many farmers following a long period of dry spell in which their business incurred heavy losses. Many small scale farmers have more than doubled their production.

According to Ambrose Munene, EADD's Dairy Breeding Specialist in Kenya, a genetically improved cow bred from good quality semen and under standard management was producing an average of 15 liters a day during last season's dry spell. That production has currently shot up by about 60% with the onset of rains.

However the rainy season has brought mixed blessings to the dairy farmers in all the 3 EADD operating countries. As production increased, so was the supply to the chilling plants resulting to most of them exceeding their daily capacities. As a result, milk processors especially in Kenya are struggling to cope with the excess production.

Steady Milk Production

Not all is gloomy though, EADD is currently working with farmers to ensure that they have a steady year-round milk production. This will stimulate the processors to invest in their processing plants since there will be adequate supply of milk all year round. By improving feeding systems especially during the dry seasons, farmers will be able to supply a steady amount of milk to their chilling plants and come the wet season, the upsurge in production will not be as overwhelming as has been experienced the last few months. Feed conservation methods such as hay and silage making, and water preservation are some of the key areas the project is addressing to reduce the effects of seasonality

Improved Milk Quality

Previously, farmers producing milk in EADD operating countries have focused on volume with little emphasis on quality thereby making it difficult to export to other major markets. EADD is working with farmers and stakeholders to scale up production of high quality milk by facilitating the value chain from production to chilling. Status quo has been established through screening cows for udder health and milk testing at collection points and chilling plants. Systems are now in process to ensure that the market receives high quality milk that is expected to open up markets for export by processors thereby stabilizing supply and demand.

From "Spilled Milk and Sour Honey" to Milk and Honey | Moses Nyabila

Early on in the year, a lot of attention was given to the crisis in the Kenyan dairy sector, especially by the media. This situation though extremely unfortunate is not unique. It has been occurring in Kenya for many decades, yet it appears that the dairy industry and its key stakeholders, who include Government, farmers and processors, continue to be reactive in addressing the issue only when it arises, rather than group together as an industry and find a collective, sustainable and long term solution to this recurring situation.

Globally the dairy industry is cyclical, and Kenya is no exception. The milk supply has periods of surplus and shortage, which occur year after year, and every couple of years extreme conditions are experienced which amplifies the

raw milk supply curve resulting in the desperate shortages and then 'floods' of raw milk, as we recently saw in Kenya. It needs to be mentioned that it is difficult for the dairy industry and in particular the processors, to plan for the periods when these extreme conditions occur. However, there needs to be an awareness and acceptance from the stakeholders that this will happen every few years, and as an industry it is crucial to work together to deal with the situation.

This problem is a recurrent issue that is dealt with in many countries by addressing the issue as an industry from two angles. Firstly, it is necessary to try and secure a consistent supply of raw milk through ensuring good relations between farmers and processors, training farmers in animal husbandry

and hygiene as well as offering extension services, develop more 'zero' grazing farms and ensuring milk is channeled into purposed value-add structures. This will secure the income of the farmers, even if they receive a slightly lower price, their cost base remains the same yet they will receive a higher income due to the additional and consistent volumes of raw milk supplied to the processors.

Secondly, it is necessary to ensure consistent supply of processed and packed products to both local and export markets, through packing and storing processed milk into long life products such as UHT (Ultra Heat Treated) milk, milk powder and cheese during the surplus periods, and then selling these stocks during the periods when raw milk availability is lower. In doing this we must carefully consider the cost implications of converting the raw milk into powder first and then reconstituting it back into processed and packaged milk, essentially a double process of removing the liquid out of the raw milk and spray drying the milk solids, and then adding back the water and mixing it with the powder to 'recreate' milk. In my view it is would be simpler and less costly to convert the raw milk directly into intended long-life end products rather double or triple process it in a country where energy costs are so prohibitive. Since over 90% of milk in Kenya is consumed in liquid form it would appear more prudent to invest in various long-life fresh-milks - primarily UHT and "sterilized", store it and sell it, when there is a lack of sufficient raw milk for processing.

In addition to this, it is important to ensure that there is a consistent demand for the processed and packaged products. This is only possible when it is sold at an affordable and competitive consumer price which in turn guarantees that the consumer will have continuous access to a hygienic product ... everyone benefits.

This is how it works in almost all countries that have a strong dairy sector, as it is about a win-win scenario rather than a win-lose which is the way it works in Kenya, i.e either the processors win by getting a lot of raw milk and the farmers lose due to a lower raw milk price, or the farmers win when there are shortages of raw milk sold at higher prices and the processors lose as they don't get sufficient raw milk to satisfy the market demand, therefore losing out on valuable profit.

As long as this issue is not dealt with on an industry level with the involvement of all key stakeholders, and all the major processors and farmers continue to drive their own agendas, the current situation will occur over and over and over again!

EADD is ready to assist the industry structure and plan its way back into profitable and sustainable path through purposed studies and consultations if there will be takers for the outcome. Let us all contribute to make this country a true land of "milk and honey" and not "spilled milk and sour honey".

How Did the Glut Affect EADD Farmers in Kenya? | Jane Kithuka

Last year the dairy plant celebrated a profit margin of over Kshs. 4 Million (USD 53, 333)



Milk delivery at Tanyikina Dairy Plant. Farmers of the dairy plant experienced a reduction in milk prices of up to 27%. Conditions are now improving(photo: EADD)

Dairy farmers in Kipkaren division counted significant losses following a reduction of up to 27% on the previous prices within a period of three weeks, early on into the year. This move left many of the farmers feeling discouraged as the cost of production continued to rise with minimal returns. However, the management of Kipkaren Dairy have remained optimistic that the situation is a temporary one and therefore farmers need not despair.

Last year the dairy plant celebrated a profit margin of over Kshs. 4 Million (USD 53, 333). The profit was attributed to the high adoption rate of artificial in-semination, a service that had been made available through EADD project which enabled farmers pay through check off system. Training on feeds and feed management by EADD has also contributed to increased milk production which translated to huge profits.

Furthermore, good leadership in the business enabled farmers to invest by purchasing shares in Kipkaren Community Financial Services & Tamboche Financial Services, the two village banks now open to dairy farmers and the wider community.

The two financial services associations opened their doors on October 2009 and are now offering a wide array of services ranging from agricultural payment

processing, savings accounts, masomo (education) savings accounts and many more. As a result farmers were paid their milk dues to the tune of Kshs.7 million (USD 93,333) in December 2009 alone.

Similar stories of losses were reported by other EADD sites such as Kieni Dairy Products Limited located in Mweiga and Ol Kalou Dairy in central Kenya.

EADD Forging New Partnerships

Bill and Melinda Gates Foundation Dairy Grants Science and Innovations for African Agricultural Value Chains Project Cassava, Dairy and Maize | Brian Dugdill

Our EADD project supports a raft of other livestock and dairy initiatives in Africa funded by grants from the Bill and Melinda Gates Foundation. Some of these projects are listed in the box. The Science and Innovations for African Agricultural Cassava, Dairy and Maize Value Chains project is one of these exciting projects.

It started in mid-2009 and brings to together leading scientists and practitioners in the maize, cassava and dairy food chains to: 'identify out-of-the-box, innovative technology that would add significant value for smallholder farmers'.

The project is lead by the Meridian Institute, a US-based consulting firm. Leading scientists from the Massachusetts Institute of Technology.

Stanford and Yale universities, among others, will interact with us. The world-renowned business consultancy, Arthur D. Little, will put together business plans to bring any suitable

technology to the market. The dairy and maize components of the project initially target Kenya. The cassava initiative targets Ghana.

EADD is the lead dairy value chain partner and the East African Grain Council (EAGC) provides support for the maize value chain. Amos Omoro and Brian Dugdill coordinate the project on behalf of EADD and Constantine Kandie for EAGC.

As lead dairy value chain partner, EADD joined the field visit of the team of scientists and business specialist to Kenya in August 2009. The team visited a number of EADD and other sites. Over 200 technology concepts were developed for the three commodities.

These were whittled down to 22, which were presented to a specially convened meeting at the Foundation headquarters in Seattle in November last.

- (1) Science and Innovations for African Agricultural Cassava, Dairy and Maize Value Chains project, with the Meridian Institute
- (2) UV Milk Sterilisation project, with D-Rev Consultancy
- (3) Improving dairy cattle genetics in East Africa. Phase 1: Determining the appropriate genotypes and delivery mechanisms
- (4) Voice of the Farmer
- (5) Farmer Voice Radio
- (6) Project Mapping Tool Project
- (7) Sweet Potato Action for Food Security and health project
- (8) Etc.

Five of these were selected for priority market development; three were dairy concepts:

- (1) Rapid, low-cost tests for (a) milk hygienic/keeping quality; (b) detecting heat in stall-fed dairy cattle; and (iii) pregnancy diagnosis.
- (2) Hygienic, nestable plastic milk collection/storage containers with a permanent anti-microbial lining – possible to be called 'milk-safes'.
- (3) Multi-purpose storage banks for farm and community storage of maize and dairy animal feed (with EAGC).

Meanwhile, in September last year, EADD and EAGC had asked the Foundation and Meridian to 'fast-track' the multi-purpose storage concept. Almost all EADD farmers grow maize for home consumption and sale. It is reported by EAGC that most smallholders experience post-harvest maize losses of between 15 and 25% and sell at immediate post-harvest floor prices. In addition to the economies of scale that adding maize trading and drying at our dairy hubs will bring, it is foreseen the pest-resistant stores would:

- (i) maintain maize quality;
- (ii) reduce post harvest losses by up to half; and
- (iii) improve farmgate prices by up to 25%.

Moreover the same low-cost storage banks, to be based on the ubiquitous plastic water tank, will also be used for storing animal feeds, such as chopped stover, haylage and silage. It is also anticipated that the waste heat generated during milk cooling can be used to dry high moisture maize at the dairy hub. The 'fast-tracking' was approved by the Foundation at the November meeting.

Following a short-10-day technical mission to Kenya in February this year by an innovations specialist, Bob Adams, an action plan to validate the EADD-EAGC maize storage and trading model is being drawn up. A key partner in Kenya is Kentainers, who will build the maize/animal feed bank prototypes. Over the coming months our EADD team will work with EAGC, Kentainers and Meridian to pilot the model to add maize trading to the Kariakoo Dairies hub business; and maize and animal feed banks (stores) at farm level. Kariakoo is a new dairy hub that opened for business in July 2009 and already markets 20,000 to 30,000 litres of chilled milk daily. The Board and shareholders are excited about the prospects for the multi-purpose storage system.

The EADD regional team strongly believes the storage system will add economic, social and environmental value to our dairy farming businesses and to our dairy farming communities. To our EADD-Kenya farming families and the country team members involved in the field validation (Abraham Rugut, Augustine Cheruiyot, Emmanuel Juma and Dominic Menjo), a big thank you in advance for all your support! This is a rare opportunity for us to interact with some of the leading innovations specialists in the world.

At the outset EADD challenged the innovations project to come up with at least one cost-efficient and sustainable technology that we can introduce during our project. The technology should add value, not cost, to the milk produced by

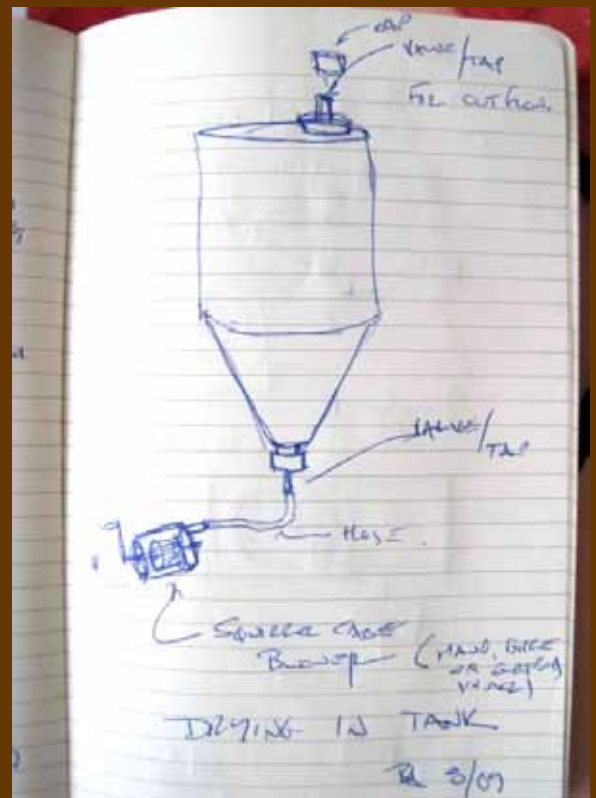
our farming families and, in so-doing, improve their livelihoods. It seems the project has the potential to more than meet this challenge.

More information about this innovations project may be accessed at: <http://gatesvaluechain.sharepointsite.net>

**Kariakoo is a new dairy hub
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Kenya: traditional maize drying (Photo: Meridian)



Kenya: first sketch (Photo: Meridian)



Kenya: storage bank (Photo: EADD)



The newly launched Kokiche Dairy. It is one of the dairies benefiting from a winning partnership (photo EADD Kenya)

Tetra Pak East Africa is a member of the NNET (New KCC, Nestle, EADD and Tetra Pak) Working Group, a consortium of like-minded organizations that have come together to support dairy farmers realize their dream of transforming into a united and prosperous community capable of charting own future. The consortium is building on the East Africa Dairy Development Project's agenda of transforming the lives of 179,000 dairy farmers by doubling of their dairy incomes in 10 years.

Besides contributing in kind by being active members of the working group, Tetra Pak has committed close to Kshs 15 million (USD 200,000) in cash support accelerated development of 4 dairy hubs in Kenya and contributing to development of a "route to market" initiative in Rwanda.

In the words of Mr. Kennedy Ouma, General Manager Tetra Pak, "The intention is to bring together players in the local dairy value chain by sharing expertise and resources so as to increase the quantity and quality of milk processed through the cooling plants established by EADD. This is expected to bring sustainability in the sector and ensure milk availability all year round". He added that "Currently, the dairy industry in Kenya is reliant on weather patterns as evidenced recently. This dairy hub is one of three we have in the pipeline whose aim is to support the entire value chain. It is our endeavor to collaborate with sector players with an overall aim of introducing professionalism in the dairy industry whilst ensuring processors have consistent quantity and quality of milk supply throughout the year." The company recently handed out a cheque of Kshs 3 million to support set up and growth of Kokiche Dairy in Buret, Kericho, Kenya. The money will go towards carrying out a detailed milk-shed study, staff and management development and purchase of steel or aluminium milk cans to replace un-hygienic plastic vessels currently in use.

Nestle and New KCC are partnering with EADD to transform Kariakoo Division into a "Nestle Model Milk District" producing and bulking projected 100,000 litres of quality milk per day (in the next 5 years) to supply NKCC to process into milk powder to meet the growing demand for quality powder for Nestle Equatorial.

To achieve its mission, the working group will be expanded to include banks, feed manufacturers, vet pharmaceuticals, government agencies and other players.

International Organization for Migration (IOM) Join Hands with EADD to Improve the Lives of Cherengany Dairy Farmers. | Augustine Cheruiyot

EADD Kenya is working with IOM in a new site located in Cherengany. The new partnership is towards improving the livelihoods of thousands of families in Cherengany who were affected by post election violence after the 2007 election. Under the agreement, IOM has already donated a milk chilling tank of 10,000 litre capacity which is currently being installed and soon to be launched and EADD is to provide the farmers and the chilling plant management with the required trainings and linkages to transform it into a vibrant dairy hub.

So far the farmers of Cherengany Dairy Group have been able to register 1,700 members of whom 200 are shareholders. They are presently bulking and selling up to 12,000 litres of raw milk to one of the processors daily. The Dairy plant will draw about 3,000 farmers from the area.



Raj Kumar, IOM Program Officer signs an MoU with Augustine Cheruiyot of EADD Kenya. Looking on is Alice Achoki, M&E Officer Kenya.

Bbaale-Bugerere Dairy Cooperative's Hard Work and Persistence Begin to Bear Fruits | Alexis Mugabi Carboni and Beatrice Bamulesewa Nabwire



Milk delivery at Bugerere Dairy Co-operative in Bbaale. Members say they have EADD to thank for the current booming business at the chilling plant.

Bbaale –Bugerere Dairy Co-operative Society Limited is one of the significant successes that EADD has realized since the project began its operations in 2008. Its tremendous progress can be attributed to sheer hard work and persistence by its members.

Bbaale-Bugerere's story can be traced back to March 1968 when it was registered as one of the few co-operative societies serving dairy farmers in Uganda. However, the cooperative did not survive the tough economic and political conditions of the 70s and 80s and ceased its operations just like many other co-operatives during that period.

During the late 90's when the co-operative movement was revived, members of Bbaale - Bugerere seized the opportunity to revive their co-operative. The co-operative had since then been selling milk to informal milk traders who were not only exploiting farmers by paying very low prices for their milk, sometimes they never paid at all. As a result, many farmers lost money in the hands of these milk traders and more disappointingly, farmers lose faith in the co-operative.

In 2008 when EADD began its operations, Bbaale -Bugerere Dairy Co-operative society was one of the feasible sites that EADD chose to work with in Uganda. The EADD team put a lot of effort to re-group members of this co-operative who had lost faith in the system and were now opting to sell milk individually to the informal market which had strongly taken root.

EADD's hub model approach has been able to benefit both the farmers around it and the informal milk traders who have now found a ready market for their milk. Milk collection at the chilling plant has greatly improved with an average of 69,000 liters of milk being collected on a monthly basis. More importantly, farmers are now getting paid on time and are able to access ad-on services such as dairy management trainings and improved technology for increased production. In addition to the chilling plant, there is also an agro-vet store as well as a farmer owned SACCO which takes care of the farmers' financial needs. Currently, the check-off system mode of payment is being introduced to encourage more farmers to become members and benefit from services that is being provided by the hub.

Membership has significantly increased and currently stands at 201. Many of these farmers have also had the opportunity to participate in exchange visit to share experiences and learn from other small scale dairy farmers.

Under a new management, Bbaale-Bugerere Dairy Co-operative is growing stronger every day and for many dairy farmers, hope has been revived and their economic status continues to improve day by day.



A customer deposits money into the farmer owned SACCO at Bbaale, farmers can now save their milk earnings with ease.

EADD Brings on Board Six New Chilling Plants

EADD Rwanda team selected six additional sites it will work with in the current year. A site selection process was undertaken in September 2009. The selection process focused on nine potential sites in the Eastern Province where approximately 50% of all Rwanda's dairy activities are centered. The site selection exercise was followed by validation and feasibility studies. As a result four sites from Rwamagana district and two from Gatsibo district were found to be feasible and thus selected for EADD operations. The new sites include Muhazi, Musha, Rubona and Dukundamungu (Kigabiro) in Rwamagana district. While the remaining two from Gatsibo district include Ndatemwa and Ngarama.

EADD Rwanda Establishes an AI school in Nyagatare

The EADD breeding team upgraded its AI school in Nyagatare by constructing a modern cattle handling facility at the site. The AI school is part of EADD goal of building infrastructure, systems, and mechanisms that ensure continuity of the AI businesses around the hubs beyond the project's life span. An additional 45 new AI technicians have been trained to add to the existing 82 (22 co-operative technicians, 23 Sector Veterinarians, and 37 ERAGIC inseminators), and upgraded the skills of 26 existing AI business providers. The AI school has a cattle crush which is valued at more than USD 3,000, full demonstration equipment including 7 AI guns, liquid nitrogen tanks, artificial udders, and 17 cows (10 mature cows and 7 calves) for practical sessions. The school will facilitate animal handling during AI business provider's trainings

Artificial Insemination Adoption Rates Hit the Roof

While it may be a challenge to sell AI technology in some parts of the continent, in Rwanda the technology is spreading fast. So far a total of 15,108 inseminations (5,066 farmers) have been carried out within the project's operational zones. The breeding strategy in Rwanda which involves synchronization and timed artificial insemination (AI) which may be somewhat more expensive compared to AI following natural heat detection is still a preferred choice. Synchronization enables breeding of large masses of cows, a situation otherwise impossible under natural heat detection. Rwanda is a country in a hurry! Already, as of end of December, 2009, there have been 299 calves born out of EADD procured bull semen and have been registered. Possession of an EADD calf has been a source of envy among the villagers. In particular, the Holsteins crosses are quite distinct, long, elegant, big, and attractive to the eye. EADD semen in Rwanda is distributed as one third Jersey, with the remainder being American Holstein.

EADD Partnership with Government of Rwanda and BRD Takes Effect

Gasi Dairy co-operative is set to be the first co-operative to benefit from a winning partnership between EADD, Rwanda Government and Rwanda Development Bank on chilling plant financing. In this partnership, the dairy co-operatives will benefit

from a 20% grant from the Government to aid in purchasing the chilling plant machine. Construction of Gasi is near completion and the chilling plant is set to be commissioned by end of March 2010.

Building Farmer Capacities

In the last quarter EADD surpassed the projected annual target farmer training in group dynamics by 158 percent. In total 5,174 farmers from ten co-operatives in this category. EADD continues to use adult learning techniques of "learning by seeing". As such, eighty six dairy co-operative committee members and staff from ten co-operatives participated in a study tour to one of the Tea Growers Co-operative in Rulindo district. The tour was a very lively and informative experience and participants were given tips on issues touching on co-operative leadership, management and business development services (BDS) stimulation.

Gender

The number of women in leadership positions rose threefold in the last quarter from the projected target of 6 to 18 women. The number of women also participating in co-operative activities also rose significantly to 4,789.

From Uganda | Beatrice Bamulesewa Nabwire

Farmer Participation

Farmer participation in EADD activities is increasing with over 11, 800 farmers registered in 16 legally organised Dairy Farmers Business Associations (DFBAs), which are progressively growing in dairy business hubs. Over 2400 farmers have benefited from both local and regional learning trips

Breeding

23 new artificial insemination (AI) technicians trained in insemination, pregnancy diagnosis, quality milk systems, record keeping and traceability, business aspects of AI. They were also equipped with AI kits. To-date 17 AI satellite centres have been set up and are running, being continuously supported with breeding supplies from EADD. Over 7,700 inseminations have been registered with over 2,000 calves born. Over 6,300 farmers sensitized and / or trained in new technologies in animal health, breeding, feeding, milk quality, animal records and record keeping and animal identification through facilitating animal breeding trainings by community animal health providers and farmer trainers (CAHPs/ToTs), as well as organizing and participating in farmers field days, road shows, farm visits and on-spot training. A number of training materials in breeding have been developed and printed in form of posters, brochures, flyers, and are being used by CAHPs/TOTs to train farmers.

Community Animal Health Services

33 Community Animal Health Providers (CAHPs) have been trained. 28 of these have been equipped with veterinary starter kits. These CAHPs are currently helping over 11,000 farmers to access animal health services

Feeds

Farmers have been seriously engaging in dry season feeding strategies (silage and hay making) in preparation for the dry season. This comes after their participation and experiences in dry season feeding technologies. The use of pulverisers to increase utilization and management of crop residues has aroused a lot of interest among farmers following a learning visit to Kenya and seeing how their counterparts there maximise use of crop residues. Many farmers are seeking to purchase the pulverisers.

Milk Bulking and Chilling

Farmers have continued to work together and pull resources to buy shares and raise equity to buy their own chilling plants. In addition to Kiboga West Livestock co-operative, four other co-operatives (Kinyogoga, Masindi, Bbaale and Nsambya), have acquired milk chilling plants. All together these are bulking and chilling an average 9,840 litres of milk daily, which is sold to milk processors (Sameer and JESA) and other major milk traders. Three other co-operatives (Maddu, Nabitanga, Luweero) are in the process of procuring their milk chilling plants.

Business Development Services

So far 180 business development service (BDS) providers have been trained. Business opportunity seminars for BDS providers were conducted in Kiboga, Masaka and Bbaale. Farmer seminars on BDS opportunities were also conducted during farmer field days in Budondo, Buikwe, Maddu, Nabitanga, Kalungu, Gulama, Kijunjubwa, Luweero and Mityana. A farmer-owned micro-finance associations (SACCO) has been established at Bbaale Co-operative society.

From Kenya | Jane Kithuka

Business Development Service (BDS) Provider Training

BDS service providers were trained on marketing, record keeping, and finance as part of Business Opportunity Seminars. A total of 177 service providers in agro vet, A.I, animal health, milk transport were trained.

Exchange Visits

During the quarter, 1136 farmers, including 51 board members participated in exchange visits. Farmers from Lelan, Metkei, Kokiche, Cherobu, Olenguruone, Siongiroi and Kipkaren learnt from different places including: Limuru Dairies and a model farmer, Jasho farm, Kabiyet Dairies Company Limited (a new EADD Chilling Plant) and Tanykina Dairy Plant Limited (an already existing EADD site).

Farmers benefitted from topics ranging from feeds and feeding, zero grazing construction, animal health management, feed establishment and conservation. From Limuru Dairies farmers were taught on milk marketing and procurement, governance and leadership and dairying as a business and hub operation

and services.

EADD Kenya also hosted 65 farmers from Uganda who were taken to Baraka farm, New KCC, Tanykina Dairy Plant Limited, Moi University and also to small scale model farmers; Laban Talam and Willy Kirwa.

Field Days

Field days were held in Chepkorio during the World Food Day and also in Ziwa in collaboration with New Kenya Co-operative Creameries. 300 farmers were trained in production, feeds and milk quality.

Trainings

Extension Service Provider Accreditation Induction

Extension Providers from Kipkelion, Kabiyet, Kipkaren and Metkei were trained on quality issues before they were accredited by the Kenya Dairy Board as qualified service providers for their divisions. Participants were trained on topics including: Milk quality, IQAM concept; Business delivery service in dairy; BDS scenario and case studies; planning and dairy systems; implementation of BDS activities in trainings-EADD project sites and reporting and M&E process.

Governance and Leadership Training

Board of Directors from Chepkorio and Ziwa were engaged in a two day training in a bid to increase their skills and capacity in managing their respective DFBA's.

Regional Planning Meeting and Steering committee meeting

EADD Kenya hosted the 2009 annual planning and review meeting in Eldoret. This meeting was preceded by the national steering committee meeting.

Picture gallery



Traditional dancers entertain guests at the Kinyogoga launch in Uganda (photo EADD Uganda)



EADD Rwanda Business Advisor Harriet Nkunda lead a team of Rwanda farmers on a regional learning trip to Uganda (Photo EADD Rwanda)



Heifer Project International Chief Operating Officer Steve Denne, claps for Kinyogoga members good work during his visit to Uganda (photo EADD Uganda)



Trainees in artificial insemination practical at the Crush EADD/Rwanda (photo EADD Rwanda).



A fraction of the participants who attended the regional gender awareness creation held earlier this month (Photo EADD)



Kristin Grote (BMGF) join members of Sot Dairy during their launch (photo EADD Kenya)



After a long hot day of photography, EADD's Silver Turyahikayo, Beatrice Ouma and Allan Bisagaya were happy to sit down for gourds of traditional milk in Kinyogoga Uganda (photo EADD)



A section of board members who attended a training on good management of dairy businesses in Kenya (photo EADD)

To automatically receive an electronic copy of the DairyNews please send an e-mail to Beatrice Ouma at beatrice.ouma@eaddairy.org to include you in our mailing list or sign up directly through our website www.eaddairy.org You will get updates on project implementation, latest updates on the dairy industry as well as expert advice on dairy management.